

ACI Last Mile Network Acquires CIPS Marketing

ACI Last Mile Network (ACI), the nation's fastest-growing provider of print media and parcel distribution, announced last month that it has acquired CIPS Marketing Group (CIPS), a print-distribution joint venture of the *Los Angeles Times* and Digital First Media, both newspaper publishers. CIPS will expand ACI's print media portfolio, increasing its customer base and geographic distribution.

ACI Last Mile Network and CIPS Marketing Group are both original members from when the Association of Alternate Postal Systems was founded in 1973.

"CIPS is an outstanding organization and our ownership group is thrilled to bring them into our family of companies. This acquisition will strengthen our ability to focus and serve existing customers, and it will enhance our capability to expand and service new clients in underserved geographies," said Keith Somers, CEO of ACI Last Mile Network, noting that each company will bring its respective strengths to the combined operation. "CIPS' technology and processes along with ACI's current robust distribution for Total Market Coverage (TMC) and other print media, will increase ACI's agility in a highly competitive market." He added, "this is a logical next step for us as we grow and expand."

Somers said the company had grown revenues to more than \$100 million after the CIPS deal from about \$20 million five years ago. The company has expanded into more than just the newspaper and advertising package delivery service and now acts as a full-service parcel delivery company, according to Somers.

ACI Last Mile Network print-distribution services include daily and weekly newspaper home delivery and single-copy sales, small parcel distribution, TMC packages, magazines, niche-publication distribution and phone-directory delivery. ACI's major publishing customers include the *Atlanta Journal-Constitution*, *Los Angeles Times*, *Miami Herald*, *Orange County Register*, *Palm Beach Post*, *San Diego Union-Tribune*, *St. Louis Post-Dispatch* and Yellowbook.